VOL. IV JULY 1924 NO. X

The Beaver

A Journal of Progress

Devoted to the Interests of Those Who Serve the Hudson's Bay Company

1812

Winnipeg's Jubilee

The birth of Winnipeg on the landing of the Selkirk settlers on the banks of the Red river where the city of Winnipeg now stands.

1835

Old Fort Garry rebuilt (1835).

In 1870 Winnipeg was a Hudson's Bay Company trading post (Fort Garry) with a population of 215.

1878

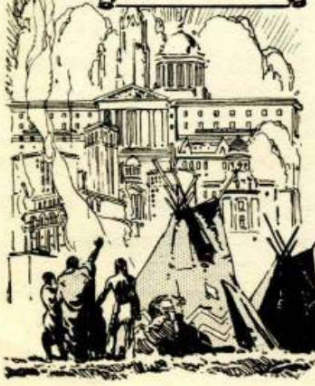
First railway train arrives in Winnipeg from St. Paul, Minn. (1878).

1886, first C.P.R. train arrived from Montreal.

1886

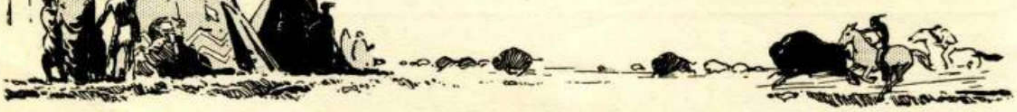
Winnipeg in corporated as a city (1874).

Present City Hall completed (1886).



1924, Winnipeg celebrates her jubilee as an incorporated city.

Winnipeg is the third largest city in the Dominion and the seat of the provincial government of Manitoba, with a population of 200,000. The gateway to the Great West.



The Beaver
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Vol. IV JULY 1924 No. 10

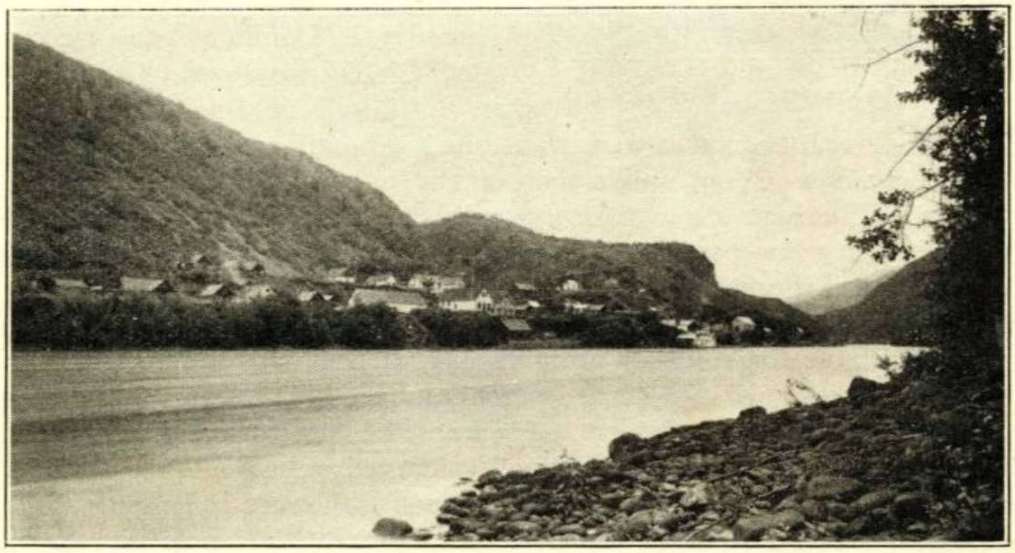
British Columbia Posts

No. 6—Telegraph Creek

By C. H. FRENCH and WM. WARE, B.C. District

IN order to give a better account of the establishing of posts throughout British Columbia, we will later on give a general history of the fur trade west of the Rocky mountains; so these short articles may at the moment be considered as incomplete.

Stikine river trade was first attempted at Stikine, lower part of river, in 1834, and moved on two different occasions until, in 1898, Glenora was reached, from where it was expected a railroad would be built to Dawson, making an all-Canadian route to the Yukon mining fields. Great developments were looked for, and a magnificent store was built and 5,000 people rushed to the scene.



The Village of Telegraph Creek, B.C.

The Dominion house of commons passed a bill authorizing the construction of the railroad, and four miles of grading was done, but the senate threw out the bill and the whole project was quashed.

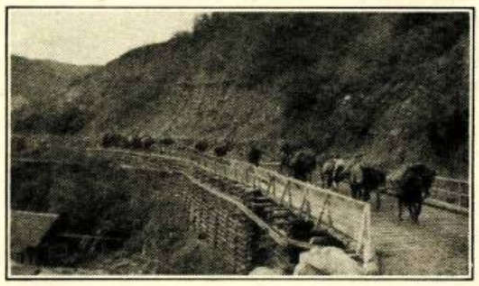
The Company store was torn down and moved twelve miles farther up the river to Telegraph creek in 1900. It was re-erected thirty feet shorter than before, and even then it was conceded to be the last word in fur trade store construction.

Located on the Stikine river at the head of navigation 162 miles from Wrangel, Alaska, it became the front door to that great "big game" country known as the Cassiar.

It is reached by C.P.R. steamer, Vancouver to Wrangel, 634 miles; and by gas boat, Wrangel to Telegraph Creek, 162 miles. Winter mail route (bi-monthly, limit 100 pounds per trip), C.P.R. steamer, Vancouver to Skagway, 1,000 miles; railroad, Skagway to Carcross, 50 miles; horse sleigh, Carcross to Atlin, 50 miles; dogs to Telegraph Creek, 200 miles.

The northern party constructing the Yukon telegraph line commenced operations from this point, leaving the river by a small creek flowing into the Stikine. It was called Telegraph creek, the town getting this name in consequence.

The industries are trapping and trading. It is the distributing centre for government Yukon telegraph supplies, Hudson's Bay Company's Cassiar posts, miners operating on Dease lake and Dease creek, and for prospectors operating farther north; and is an outfitting point for big game hunters, who spend with the natives perhaps $40,000 each year.



Animal Transport to Telegraph Creek

The population comprises 284 Tahltan Indians and 50 whites.

Stikine Indian agency has its head office here and the provincial government has a resident agent. There is a Dominion government telegraph office and post office as well as a Church of England mission. Two hotels and one annex were established, but only one is now operated.

The climate is not unlike that of the interior of northern British Columbia, perhaps drier than the average. Volcanic activities have flourished in some parts and, owing to rivers being cut down deep, the higher up soil is unusually dry, with scant vegetation.

There are three horse ranches, but the general nature of the country is not suitable for stock or grain raising without irrigation; even with irrigation the available water is icy cold and not plentiful.

The scenic beauty of the country from the Alaskan boundary, which is 36 miles up the river from Wrangel, is marvellous. The lower altitudes abound in ice and glaciers, with a profusion of flowers and rank growth of vegetation, while higher up flowers, mountains, and volcanic masses blocked out by swiftly running rivers cut down 80 to 300 feet below the

general level make plenty of contrast and unusual grandeur which, when viewed first, is much appreciated. But in the fatigue of crossing the country and climbing up and down hills a few hundred feet to one mile high one forgets its beauty.

Frederick S. Garner, Vancouver Store

ON May 10th last, Frederick S. Garner, publicity manager of the Vancouver store and associate editor of *The Beaver*, was presented with a gold watch, a gold and platinum chain and gold pencil on the occasion of the twenty-fifth anniversary of his entrance into the service of the Hudson's Bay Company. The presentation was made by H. T. Lockyer, general manager of the British Columbia stores, who referred to the zeal and enthusiasm with which Mr. Garner always entered into his labours, and to the esteem in which he is held by his co-workers.

F. S. Garner is one of a family of eleven. He is a Londoner, born in October, 1874. His father, John Kendal Garner, was an ex-member of the upper house of Australia.

In his early years, F.S. was sent to a boarding school in the village of Alton, Hampshire, finishing his education in the Thanet street grammar school, London. As a youth he started out to see the world, visiting the continent of Europe and following this with a trip to Buenos Ayres, arriving in Valparaiso without any knowledge of the language.

He went to the town of Lota, where his brother was at that time managing the business of Lea & Co., importers of dry goods, *et cetera*. He entered into apprenticeship with the firm for a period of five years. A change in the company's affairs resulted in his transfer to their branch at Iquiqui. After a year in this town, he fell a victim to typhoid and was ordered to go south to Valparaiso.

About this time a desire to be back under the British flag made itself felt and, as Lea & Co. had a sailing ship going north to Puget Sound, he took the voyage. On visiting Esquimalt, he learned that H.M.S. *Leander*, a ship of the Pacific squadron, was taking the trip south. He was asked to join her, which he did, remaining with her until she went to England.

Coming to Vancouver in 1898, he was for a short time in the employ of Page Ponsford, clothiers and haberdashers, then joined the firm of M. P. Morris, importers, leaving them to enter the service of the Hudson's Bay Company in May, 1899.

Our Cover Picture

The cover picture of this issue represents Lucas G. Thompson, of the Land Department, in a seventeen-foot freight canoe, on a prospecting trip on Grass river, below Herb lake, in the Pas mining district, Manitoba.

Merchandising

By A. E. DODMAN
Wholesale Department, Montreal

BEFORE considering the above subject, it is necessary to arrive at a true conception of the actual meaning of the word, as an examination of several dictionaries has failed to reveal the word "merchandise" as a verb, consequently it is evident that "to merchandise" and "merchandising" are phrases of recent origin created to meet the exigencies of the present day.

The writer's conception of the "act of merchandising" is a far-reaching one, and includes all the multitudinous details that enter into the buying and selling of merchandise. The particular angle from which the subject is herewith approached is, however, as applied to the manipulation and presentation of merchandise in such a manner as to assure most effectively the two following important results:

Firstly, to produce a realization by the public of the desirability of the merchandise offered and the consequent production of the required volume or turnover.

Secondly, the realization to the seller of a rate of profit that will not only meet the expenses of operation but yield in addition thereto a reasonable net return on the amount of capital involved.

As goods must be bought before they can be sold, buying must naturally be the first step; but in this connection little need be said except that, in order successfully to merchandise goods, they must first be successfully bought. Due regard must be given to values, assortments, and the capacity of the community to be served to absorb, at the required rate of profit, the quantities purchased.

Next comes the decision of prices at which the articles are to be marked, and it is in this process that there is the greatest scope for ingenuity. It has been stated by more than one of the world's greatest and most successful merchants that the success or failure of a department is made in the marking-off room.

The price marked must be one that will at once appeal to the public, also yield the necessary rate of profit for the department; and possibly it is in this sense that the word "merchandising" may be the most aptly applied. Frequently one hears of a buyer applying the same or near to the same percentage of advance over cost to any and all articles marked, this being generally the percentage of advance instructed to be maintained in the department, say 25, 30 or 35 percent, as the case may be; the result of this being that many readily recognizable competing lines are marked fully up to and possibly in excess of those asked by near-by competitors, thus characterizing the department in the minds of the public as an expensive place at which to buy.

The ideal merchant is the one who can so sense the pulse of his community that he can reduce the profit rate on such lines to a point that will firmly establish himself in public confidence as the place at which to obtain superior values. He also knows on what lines he can and does obtain a higher percentage of advance, thereby enabling him to keep the spread between cost and selling averaged over his whole department at a rate sufficiently high to meet the cost of operation and leave a satisfactory margin of net profit, without which no business can successfully continue.

Prices themselves play a very important part, many instances having been noted where an unpopular price, even though it be a low one, has retarded rather than helped the sale of a particular article; as an example, we might cite a case where a line of goods marked at 30 cents (this being generally accepted as an unpopular price) failed to sell as readily, though prominently displayed and ticketed, as the same articles displayed on an adjacent table but priced at 35 cents.

If you have any doubt as to this theory, just think for one moment of tooth paste—an article bought by every man, woman and child. All popular brands are sold at 25, 35 or 50 cents, and should you drop into a drug store and be asked 30 cents for a tube of paste, you would quite naturally feel that you should only have paid 25 cents and that you have been held up for the extra 5 cents, subsequently looking elsewhere the next time you happen to be in need of this commodity; whereas, had the price been 35 cents, this doubt would not have occurred to you. There are certain prices which positively have the right sense of appeal to the public, and the successful merchant studies these and turns the knowledge thus gained into the pricing of his wares.

You can take, say 49, 69 and 89 cents, *et cetera*, or any set of prices which are proven to be popular ones with the community you serve, and by buying with these particular selling prices in mind, having in each range some one or more particularly outstanding values, and by seeing to it that your average over the whole is a satisfactory one, work out very effective results.

This method can be profitably employed even in the higher priced articles, such as carpets, furniture, ready-to-wear, *et cetera*, the prices not necessarily being bargain-counter ones but dignified, round-figure prices, the theory being that it is productive of much better results to mark at $1.19 or even $1.25 an article that you cannot profitably sell at $1.00, rather than at $1.05 or $1.10 or even $1.15, as in the latter cases experience has proved that in the majority of instances the feeling is created that the 5, 10 or 15 cents over the dollar, as the case may be, represents an additional profit demanded and therefore constitutes an excessive price for the article in question, the partially formed desire to purchase being thereby stifled, if not killed outright.

Regulation of stocks, advertising, display, service, and salesmanship are each distinct subjects in themselves, yet are one and all co-related and

form part of the larger subject of this article. Allotted space, however, permits of no reference to the last four of these important items and but brief mention of the important factor of regulation of stocks.

It must first of all be realized that inactive stocks represent inactive capital, in fact worse; for, whereas money placed in the government savings bank will yield some interest, money invested in inactive stock not only yields no interest whatever but to carry actually costs interest on the money invested, plus insurance, plus rent, before we consider the perhaps most costly item of all, namely, depreciation in value by becoming either out of style or shop-worn, and subsequent loss from original price in order to dispose of same.

Inactive stocks may further be likened to ashes in a furnace; for, if clogged with ashes, no furnace can keep up the proper amount of steam necessary to keep the engine running; and likewise no department can work at its maximum capacity if clogged with inactive merchandise.

Another important factor is the frequency with which stocks may be turned. The more frequent a stock is turned at a satisfactory rate of profit, the greater is the percentage of profit on the amount of capital invested. It needs no expert mathematician to demonstrate that a stock turned ten times a year at a 5 percent net will yield 50 percent on the capital invested, whereas a stock turned only four times a year even though it be at double the rate, namely 10 percent, will only yield 40 percent.

It is generally recognized, however, that some departments cannot turn over as quickly as others—say, for instance, a hardware department as compared with a millinery department—yet it is surprising what can be accomplished in this regard by the close application of all concerned in keeping stocks well up in all wanted merchandise and the elimination of all lagging lines.

The foregoing touches but briefly on the numerous phases of the subject in hand, as merchandising is, one might say, a life's study, and pages could be profitably devoted to it; yet it is felt that if but a small percentage of *The Beaver* family, particularly the junior members, will give consideration to the foregoing assertions, the effort will not have been in vain; for among the juniors of today are future department managers and executives who will in due course be called upon to assume their greater responsibilities in life, and they may have found some part in this little article that will help them to surmount some of the difficulties which they will then experience.

Artists' Competition

You are reminded that our artists' competition closes on Oct. 31, 1924. (See Page 214, March issue for full particulars of same.) We would like to see a large response to this, as no entries were received for the first competition, which closed May 31st.

The Stone Age in Canada

By C. H. FRENCH, British Columbia District

WE refer to the stone age in everyday conversation without a thought of what it really involves. We have mentioned it so many times that perhaps it has become a custom to refer to it without a thought of the hardship, privation, or suffering it entailed. It is quite true that those who lived in that age did not have our present-day tools and implements to make comparisons with, therefore their hard struggle for existence will appear greater to us than it did to them.

On this continent the articles in general use that were made from stone were the axe, knife, kettle, and the pestle. Fortunately, we have examples of these still in our possession.

Stone Axe

The Eskimos of the Arctic ocean are the last of the aboriginal people of North America to discard stone instruments, and the process is hardly yet completed, as some of the stone kettles and oil-burning dishes are specially suited for their snow houses and in the extreme north are still in use on that account.

The illustration here given is a good example of a stone axe and its work as used in British Columbia and, I have no doubt, as used throughout the whole continent of America. It has a natural, crooked handle lashed to it with green hide thongs, and the user became quite expert in its use, which is amply borne out when the size of the tree shown in this picture is considered.

The cut made in a tree of this size was about two feet wide, and the work was done in about the same manner as a beaver would do it; that is, the chip to be taken out was bruised or hammered at each end until the bruise (it can be called nothing else) was about one inch deep, then the axe was sunk in about its centre and the chip pried out. That procedure continued until the felling of the tree was accomplished. It was usually soft wood, such as cottonwood or cedar, that was tackled; but that in the illustration is spruce, and it was only on account of the straight grain of the tree that complete success was had in a reasonable time.

The cutting in this illustration is owned by Dr. Winch, at Hazelton, who procured it, I believe, in the neighborhood of Kispiox on the Skeena river. The new growth rings indicate that it is only about sixty years since it was cut.

Wondaw

(The Story of Canada's First Dope Peddlers)

By R. H. HALL, Fur Trade ex-Commissioner

IN the year 1877, I was promoted to the charge of Port Simpson district, with headquarters at Port Simpson and with outposts at Skeena river, Naas river and Queen Charlotte islands. The parent post was of most importance, as the local tribes were very numerous and were large producers of furs and made considerable money as fishermen and lumbermen, but its chief importance was due to the fact that it was an inter-tribal meeting centre, visited by tribes from distant points in Alaska as well as from far inland and the Queen Charlotte islands.

The visitors brought large quantities of furs to sell to the Company. There was also a trade between the many tribes for the natural and manufactured products in which each excelled. The interior Indians brought dried wild berries of many kinds in large quantities, done up in standard-sized packages. The Naas river people brought vast amounts of an edible fish grease, prepared from the oolichan, which, if at all obtainable, figured in every Indian's menu. The Queen Charlotte islanders brought for sale fleets of fine, new, ocean-going canoes made from the magnificent cedar trees which abound in those islands, and they also brought a highly-prized commodity known as *wondaw*, an extract from a flower cultivated with great care which was in request as opium is among the Chinese, as it produced to some extent the same effects. The Queen Charlotte islanders also brought jewellery in gold and silver.

It was in 1878 that, while studying the Indian language, I found the word for tobacco was *daw mshua* and that it was an abbreviation of two other words *wondaw* and *omshua*, meaning in English, "whiteman's-wondaw." I became much interested to learn what the *wondaw* of the early Queen Charlotte islanders could have been. On inquiry, I found that about 1830 A.D. the traffic in *wondaw* had practically ceased, owing to the introduction of tobacco by white trading vessels, and the cultivation of the flower that had been an important source of revenue completely ceased within a few years afterwards. I could obtain no information from the mainland Indians as to the nature of the flower from which this narcotic extract had been obtained, but, on the great annual visit from the islanders, I renewed my inquiries and found that there was among them a very old man who remembered as a boy having seen the *wondaw* flower in cultivation. He informed me that the land on which the flower was grown was carefully prepared and enriched with fertilizer made from cottonwood and seaweed; that the seeds or flowers (he was not sure which) were ground up in stone mortars with pestles, and that the pulverised matter was boiled for some considerable time and the residue strained and put up in standardised packages. The extract, when cooled, was of about the same consistency as soap. A small portion of it, taken in

the mouth, produced a happy mental condition, followed by sleep.

The old man was unable to describe the flower of the *wondaw* plant in a manner that might give me any clue to what it really was, but, after I had fitted him with a pair of spectacles to suit his vision, I showed him the pictures of many varieties of plants and flowers in a book on botany, also in a seedman's annual, and after an hour's search the old fellow pointed to the poppy as more closely resembling the *wondaw* he knew than did any other of the flowers. This without any suggestion.

The Queen Charlotte Island natives are not allied in any way to any of the mainland tribes. Their language, of which I made some study, has no affinity with that of any of the other natives of North America. They are only to be found in the Queen Charlotte islands of British Columbia and on the nearby Prince of Wales island.

In physique, they were inferior to the mainland Indians. Many of the women, as well as the men, were comparatively fair, and brown hair was quite common. Their skill as craftsmen would indicate that they had brought with them from some other land considerable knowledge of the finer arts; and their jewellery, with its grotesque designs, was at one time in great demand among the white ladies on the Pacific coast, as well as by the mainland Indians.

About 1860 A.D., a large junk was said by the Indians to have drifted ashore on the west coast of Queen Charlotte islands, but no white men had gone to investigate and thus obtain information which might now have been of so much interest.

The Queen Charlotte islanders, I have no doubt, reached our Dominion in the same way as the junk did in 1860, from across the Pacific ocean.

OLD BILL GOING TO "A BETTER 'OLE"

—*By Jimmy*

Bill Edmonds (Winnipeg Wholesale) announces that he will be at home in his new dwelling as soon as he gets his household gods sorted out. Cat and canary checked out at his new abode, "one cat, with canary inside."

An Old Fur Trade Romance

The following is a copy from some old interesting H.B.C. documents:

Albany Post, 21st July, 1859.

Richard Hardisty, Esq.,
Officer in Charge, Hudson's Bay Company,
Albany River District.

Sir: I have now been twelve years in the honourable Company's service, so now I should wish to have a partner if you would allow me to take Antoine Morriseau's daughter. I am, sir,

Your humble, obedient servant,

JOHN MOAR.

Hudson's Bay Company's Territory,
Lac Seul Post, 5th September, 1859.

I, John Moar, half-breed, born in the Hudson's Bay Company's territory, and in the service of the Hudson's Bay Company in the capacity of bowsman, do agree to take unto me Matilda Morriseau for my lawful wife, she being also a half-breed born in the Hudson's Bay Company's territory and agreeable to the union. And I, John Moar, promise to have the ceremony of marriage performed by a clergyman on the first opportunity that presents itself.

Witnesses:

his
JOHN X MOAR
mark
her
NANCY X THOMAS
mark

} Father and Mother of the Bridegroom

JOHN MOAR

I, the undersigned agree to the above.

his
ANTOINE X MORRISEAU
mark
her
MARY X DANIEL
mark

} Father and Mother of the Bride

her
MATILDA X MORRISEAU
mark

JOHN MARCELLIE

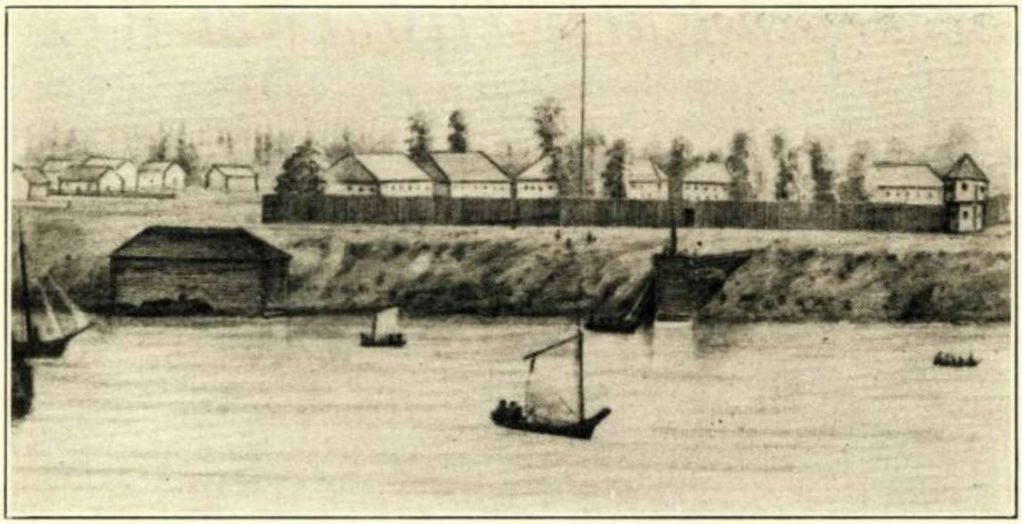
MURDOCH McIVER

his
JOHN X CROMARTY
mark

his
JAMES X SWAIN
mark

} Servants of the Honourable Hudson's Bay Company

A. BELANGER
Clerk for the Honourable Hudson's Bay Company.



Fort Victoria, B.C.

As it was in 1854. Photograph of an old sketch presented by C. H. French, Hudson's Bay Company, Vancouver, May, 1924, to Historical Exhibit, Winnipeg

IN 1842 and 1843 Victoria was established by the building of a fort by the Hudson's Bay Company. Stockade and bastions were of a temporary nature and stood until 1846, when they were renewed and at the same time extended north 200 feet, making the length 900 feet, being completed 25th December, 1847.

The Hudson's Bay Company's arrangement with the Russian America Company, when negotiating for the lease of Alaska, included an obligation to supply Sitka with field crops, meat, butter and grain; in order to take care of the grain requirements an elevator or grain storage building was necessary. This was built on the waterfront in front of the fort, and is shown in the illustration. It was built of logs and was sufficiently large to store a shipload. It was therefore the first elevator constructed in British Columbia.

The first supply was brought from the Columbia river establishments to Victoria and loaded in the Russian brig *Constance* August 6th to 11th, 1847, when 4000 bushels were transferred from the elevator or storage building to the brig, ships in use at that time being considerably smaller than those in use today.

After its use as a grain store was finished, it was used for other purposes until the fur seal industry required it, when for many years large numbers of fur seal were received from the schooners engaged in the business and stored in salt until packed and shipped to London for final disposal.

When it was torn down and cut up for firewood in 1902 the timber was found to be about as sound as when first built.

Scenes in Early History of B.C.

EIGHT large canvases, depicting scenes in the history of British Columbia, are to be painted by John Innes. They will be hung in the halls of the new university buildings at Point Grey as a permanent loan collection to be known as "The Native Sons of British Columbia and Hudson's Bay Company loan collection." The work on these canvases will occupy two years.

Announcement of the adoption of their plans for the perpetuation on canvas of some of the stirring incidents in the history of British Columbia was made on behalf of the Native Sons of British Columbia by Dr. K. B. Casselman, past chief factor of Post No. 2, who stated the work was made possible through the kindness and financial co-operation of the governor and committee of the Hudson's Bay Company.

It was felt by the Native Sons of British Columbia that the close relationship of the Company with the historical development of the west made it desirable that the Hudson's Bay Company should be identified with the ambitious proposal to portray artistically the romantic history of the Pacific province. Mr. Innes starts on his big undertaking at once.

"In order that the inspirational character of the pictures may be utilized to the fullest extent in building up a spirit of appreciation of the difficulties of pioneering the province, the paintings were offered as a permanent loan collection to the university," concluded Dr. Casselman.

The general selection committee having charge of the proposal have already met and outlined the work. Five subjects were definitely decided upon by the meeting, which was attended by H. T. Lockyer, representing the Hudson's Bay Company; President L. S. Klinck and Professor W. N. Sage, of the history school of the university; Mr. Justice Murphy, and Mr. A. L. McLennan, Dr. K. B. Casselman, B. A. McKelvie, representing the Native Sons of British Columbia, and Mr. John Innes.

The subjects decided upon were:

The meeting of Captain George Vancouver and Lieutenant Peter Puget with the Spaniards, Galiano and Valdez, off Point Grey, June 22,1792.

Alexander Mackenzie, recording on a rock the success of his journey overland to the waters of the Pacific, being the first white man to lead such an expedition across the continent north of Mexico. He inscribed on the rock (recently located): "Alexander Mackenzie, from Canada, by land, the twenty-second of July, 1793."

Simon Fraser making his way through the Fraser canyon, above the present site of Yale, 1808.

James Douglas directing the erection of Fort Victoria, 1843.

Sir James Douglas being sworn in by Chief Justice Begbie as governor of British Columbia, November 19, 1859, at Fort Langley.

Tentative approval was given to three other subjects: Discovery of Williams Creek. Defense of China Bar of besieged miners. The fur brigade passing along Okanagan lake from Fort Kamloops to Fort Vancouver.

So This Is America!

By ROBERT WATSON

I WENT, I saw, I concurred—with certain reservations. The grandeur and the immensity of New York's centrally located hotels are somewhat awe-inspiring at first, and the effrontery and brazenness of their bell-boys totally so. My first few days in one of those palaces were entirely taken up in trying to regain possession of my hat. Every time I moved, a bell-boy would snatch it from me and rush away with it to some cloakroom, where he had an accomplice lying in wait for it. It always cost me ten cents to bail it out. Every day I paid the price of a new hat in this way, but I still possess the same old battered one. It is not so bad following one bell-boy, but when one boy goes off one way with your hat and another trots off in the opposite direction with your grip, it certainly becomes a case of arriving at the crossroads of destiny and makes you wish you had entered the hotel in a bathing suit.

For the first day or two in New York you feel like a cat in a new home. You venture a few feet from the door, then, at the first strange sound or spectacle, you scurry back to cover, never venturing out of sight of the place you temporarily call home.

New York's automobiles are very impolite to visitors. They set out to cut off your toes or your coat-tails, whichever are most convenient. Of course, her traffic cops are "darlings"; smart, businesslike, polite, patient, and gracious to strangers. Their traffic signalling system is imposing and appears to be very efficient. One could stand all day watching the policemen guiding the endless streams of vehicles and passengers, which stop up the country bumpkin in amazement and make him ask the passers-by if there is a parade, or a circus procession, or a band, or a fire, or a holiday, or something on.

A visit to Macy's department store was interesting and the peculiar prices of their lunches a question in psychology, these being 49c and 72c. Why, it is hard to explain; but probably Mr. Dodman's article on "Merchandising" in this month's *Beaver* will give a clue.

New York, without a word about her funny, little flappers, would be Hamlet without the ghost, plum-duff without currants, Sunday without a ham-and-egg breakfast. On Sundays, there they are by the thousands, crowding the subways and the overheads, all dressed alike in hiking suits of sweaters, knee-breeches and hose, irrespective of spindle shanks, knock-knees, bow-legs, in-toes and splay-feet. These little ladies simply have to have hiking suits or "bust," although the only hiking they are likely to do will be between a peanut stand and an ice-cream booth at Coney Island. Of course, some of them look "real cute," but—there are others. They stand in groups on the station platforms awaiting the arrival of their trains, strumming ukeleles and humming through kazoos, trying over the latest jazz choruses and wiggling their feet in rhythm.

SOME OF THE EDITOR'S HOLIDAY PICTURES

(We would like to see yours)

1, Quebec from the Bastion; 2, Champlain's Statue, Quebec; 3, Washington's House, Valley Forge; 4, New York Skyscrapers; 5, Cape Cod; 6, Fifth Avenue, New York.

Noise and crowd seem a primary attraction with them, and this constitutes still another study in psychology.

Of course, New York's shows are on a lavish scale; daring to the last word, with sex the predominant keynote.

The top of the Woolworth building on a windy day provides a thrill that can be surpassed only by a trip in an aeroplane. The view is positively inspiring; Fifth avenue, the docks, Brooklyn bridge, the harbour, the Statue of Liberty, Coney island, all lie, as it were, just underfoot, in delightful panorama, with miles of tenement houses nestling close, yet far enough away to eliminate the meanness and squalor one knows exist there.

My trip to Philadelphia as a delegate to the Inter-branch Conference of the Dickens Fellowship was a treat and an education. This city, with a total of two million people, embracing a negro population of 120,000, lies within a two-hours train ride from her big sister, New York.

A visit to Valley Forge, Washington's headquarters, the National Shrine with its many relics, the home of William Penn (the founder of Pennsylvania), the Pennsylvania State Prison and the Drexel Institute were deeply interesting. At the Drexel Institute, I had the privilege of seeing some very valuable original manuscripts, among which were:

The Murders of the Rue Morgue, by Edgar Allan Poe.
Chronicles of Cannongate, by Sir Walter Scott.
George Third, by William Makepeace Thackeray.
Witches and Other Night Fears, by Charles Lamb.
Our Mutual Friend, by Charles Dickens.
Twenty-seventh Chapter of Life of Washington, by Washington Irving.
Under the Willows, by James Russell Lowell.

While there, I heard an offer being made of $30,000 for Our Mutual Friend, by Charles Dickens, but the manuscript was not for sale at any price. The writings of Poe and of Thackeray are beautiful, but that of the immortal Dickens is an almost hopeless hotch-potch of letters, cyphers and erasures. No wonder he was the despair of the type-setters.

On my journey east from Winnipeg, one of the pleasantest incidents was a long conversation with Sir John Martin Harvey, England's famous actor, who evinced a deep interest in the affairs of the Hudson's Bay Company and expressed a great admiration for the men of the Company who had carved and were still carving their names in the history of Canada. Martin Harvey carried away with him a copy of *The Beaver* and a catalogue of our Historical Exhibit at Winnipeg. He expressed his regret at not having known of the latter and stated he would surely make it a visit on his next tour in Canada.

Probably the funniest incident of my trip took place in the train one evening between Worcester, U.S.A., and Toronto. There was a raw, country chap aboard and this seemed to be his first overnight trip on any train. He clambered into his upper berth and, after a while, he poked his head out and said to me, "Excuse me, sir, but do the railway company provide their passengers with nightshirts?"

KLIM

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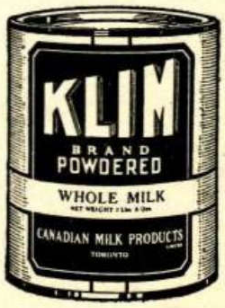
To return Klim Powdered Whole Milk to natural liquid milk, mix with water. You are simply replacing the water which was removed from the original milk by an exclusive process in Klim plants. Klim is not a substitute for milk—it is fresh cows' milk in the most convenient form for keeping the natural freshness and purity intact, until it is required for use.



CANADIAN MILK PRODUCTS LIMITED

MONTREAL TORONTO WINNIPEG

News From Stores, Posts and Branches

Associate editors might kindly give, whenever possible, the initials or Christian names of all persons mentioned in news briefs (as well as designating Miss or Mrs., as the case may be) as this ensures uniformity in setting up.

Vancouver

PRESENTATION TO MISS J. McWILLIAMS

One of the latest "victims" of Dan Cupid's pranks is Jean McWilliams, chief operator of the telephone exchange. Upon the occasion of her marriage this month to R. R. Brown, she was presented with a large chest of ambassador silver by Charles Skelly, our superintendent, in behalf of the managers and employees of the store. The best wishes of the staff go out to her in her married life.

—

MISS MAY ANDERSON TO BE MARRIED

An interesting event took place in the staple department last Saturday night (June 21st), when May Anderson was presented with a handsome clock by her fellow employees. Miss Anderson, who has been with H.B.C. for some years, leaves to be married on the 27th to Thomas Johnson, only son of Mr. and Mrs. Johnson, of 960 19th Avenue W., the wedding taking place at Willow Hall. Miss Anderson was the honour guest at a shower at the residence of Mrs. Mowatt, when two big baskets full of dainty and useful articles were presented to her by her many friends in the city. We wish her every luck in her new enterprise and hope she will be able to handle her husband as successfully as she has handled the customers of H.B.C.

—

B. M. Clarke, buyer for our ribbons, hosiery and glove departments, left on his semi-annual visit to the eastern markets on Saturday, May 31st.

Miss A. K. Smith, buyer for our neckwear, notions and jewelry departments, left on her semi-annual visit to the eastern markets on Saturday, 17th May, and will make an extended trip to Europe.

W. E. Townsend, buyer for our furniture department, left on his semi-annual visit to the eastern markets on Wednesday, June 4th.

Mr. Sinclair, who has been assistant to Mr. Poole in the grocery department, has been promoted to the position of buyer of the grocery department of the Kamloops store. Prior to leaving Vancouver he was made the recipient of a fountain pen and Eversharp pencil. We all wish him success in his new position.

We are glad to welcome Mr. Patterson to the store from across the line. He will have charge of our music department.

S. D. Wilson, our shoe buyer, is back from the Old Land.

Miss K. Currie, who has been in Europe, sailed for her home last Saturday.

Mr. Fraser and Miss A. K. Smith are still in Europe making extensive purchases for the Company.

G. Sewell, who has been on an extended purchasing trip in the eastern markets in the interest of his department, has returned.

B. M. Clarke, buyer of hose, gloves and ribbons, etc., has arrived in Montreal on his way east.

We believe it was about the first time since Mr. Skelly, our superintendent, has been with us that he was compelled, on account of a severe cold, to stay in bed two or three days. We are pleased to have him back feeling his old-time self.

Helen Deans, of the mail order department, is away on leave of absence for a month visiting relatives in Montreal.

Nellie Midler, of the children's shoes, left us to be married on June 18th. Before leaving she was presented with a beautiful cut-glass water set, the presentation being made by Mr. Wilson in behalf of the

department. We all wish her the best of success.

F. M. Andrews, who is in charge of our trunk and bag section, has returned from his holidays, having reported a very pleasant vacation.

Alice Davis severed her connection with the credit office last month to take up the popular study of "keeping house." Congratulations!

—

AUDIT OFFICE

Gertie Bradley has bidden us farewell, having left for Portland to be married, and in which city she will make her future home. She was presented with a dainty linen luncheon set by the girls of the office staff.

Edna Martin thinks camping is the best of fun. She ought to be an authority on the subject, for she spends every week-end at Balcarra.

Phyllis Wood, who has been employed in the office about three years, left on May 31st on a visit to England. The staff presented her with a handsome box of candy. We all wish her *bon voyage.*

A very enjoyable evening was spent on May 21st, when Mrs. Wood entertained the girls of the office prior to Phyllis Wood's departure for England. An enjoyable feature of the evening's entertainment was a fashion show, which was thoroughly enjoyed by all present. Music occupied the greater part of the evening, after which refreshments were served from a table appropriately decorated with a ship. Those present from the store were: Misses B. Hyde, E. Lindsay, E. Martin, A. Mitchell, J. Hoare, V. Fairhurst, D. Miles, F. Hansford, K. Mitchell, L. Hoare, Shannon, M. McMillan, E. Keeley, B. Blake, A. Miles and Mrs. Duncan.

Violet Fairhurst entertained at her home in honour of P. Wood on May 26th. A very pleasant evening was spent. E. Keeley won first prize in a competition which was by no means an easy one. Good for Edna.

Miss Fairhurst has returned from her holidays spent at Shawnigan lake. She tells us it is a very charming place.

We were sorry to have to part with Miss Cameron, who has been with us for several years. Her position is filled by Miss Hyde.

Miss Topping, a very popular girl, has gone south for a few months. Her place is now being filled by Miss Miller.

Mrs. D. Whitelock, of the second floor, has returned to the store after a holiday to San Francisco and southern points.

We were pleased to have a visit from Mr. Veysey, a former employee of the Vancouver store, who is here in the interests of his health. We were also glad to see his wife, who also was an employee of the store at one time. We are hoping the change of climate will hasten the recovery of Mr. Veysey's old-time health.

Miss Levy, of the beauty parlours, who has been with us for six years, left last week to be married to W. Stark, and will live in Courtney, V.I. She was always a favorite, with employees and customers, and previous to her departure was presented with a cut glass bowl and a set of community silver by her co-workers.

—

SPORTS

Tennis—The tennis fans are turning out in numbers, and the courts supplied for their use are generally well filled, both at Kitsilano and at Stanley park.

Baseball—Baseball may be divided into three classes: men's senior, men's junior and girls' baseball. The men's senior team has entered the Y.M.C.A. league, and won its first game. The boys' team has played two games with Spencers, winning one and losing the other. The girls are busy at practice, in preparation for their meeting Spencers' girls squad.

Cricket—The Wednesday league cricket men are doing well, although they have had the misfortune to lose their last two games by narrow margins. They came out victorious over the Auroras (supposedly the best team in the league) by 7 wickets. They also won their first game handily. Negotiations are now practically completed for an inter H.B. series with Victoria. We await these games with confidence. We regret that Mr. Hart suffered a broken finger when playing against the New Westminster team.

Victoria

H.B.C FLOAT WINS FIRST PRIZE

Congratulations are due to our display department upon winning the first prize for the float entered in the May 24th parade. The float, which was indeed a masterpiece of simplicity, was emblematic of Victoria as a garden city, this idea being emphasized by such slogans as, "A Little Bit of England on the Shores of the Pacific," "The City of Beautiful Homes," "The Playground of the Pacific," "The Tourists' Paradise," "The City of Sunshine and Flowers." Four little girls—Muriel Soares, Ailsa Spratt, Muriel Crawford and Sheila Watson—stood in a huge basket of flowers driving a team of doves with outstretched wings, the birds having reference, of course, to the popular slogan "Follow the Birds to Victoria." The spectators were quick to see its artistic merits and welcomed it heartily all along the route.

—

B.C. PRODUCTS WEEK

The week commencing June 2nd being observed in Victoria as "Made in B.C. Week," the Hudson's Bay Company's store naturally took a prominent part, more so perhaps than any other store in the city. Practically every window was given over to the display of B.C. made goods, in many instances products of Victoria manufacturers. The greater proportion of the advertising space was also devoted to advancing the interests of locally produced goods. Among the lines featured during the displays were: Furniture, beds, mattresses and pillows, paints and varnishes, wall decorations, roofing and building papers, household woodenware (such as step ladders, brooms, etc.), jams, biscuits, confectionery, trunks and bags, toys, stationery, bathing suits, overalls, women's apparel, etc. There's no reason why Victoria shouldn't become a manufacturing centre if we all patronized home products the way we should.

—

SHOWER FOR MISS DANGERFIELD

A delightful surprise in the form of a miscellaneous shower was given Wednesday, June 11th, in honour of Juanita Dangerfield by her fellow employees at her home, 1312 Carnsew street. The evening was pleasantly spent in music, games and dancing. The bride-to-be was the recipient of many beautiful and appropriate gifts, among which was a 52-piece dinner set, the gift of her co-workers. Among those present were: Misses E. Hastings, L. McWha, E. Eden, I. Taylor, M. Laity, G. Endean, F. Watson, E. White, N. McBrier, J. Hall, E. Hall, D. Bourke, V. Ovenden, M. Kiel, B. Cobley, G. Carter, Mrs. J. McWha, Mrs. R. Gleason, Mrs. Hastings, Mrs. Dangerfield.

CHEERFUL CUSTOMER AND DAINTY CLERK

I know a dainty little clerk who really does not aim to shirk, but who has not been schooled to work. She's busy only with herself, her mind is not upon the shelf and not upon her boss's pelf. She clerks for Shinglebeck and Shy. The other day my wife and I went in with good intent to buy. My wife began, "I think I need a yard or two of Scottish tweed." The little clerk said, "Yes, indeed." She found a sample fast enough, a mixture of cerise and buff, then started fussing with her cuff. "Please let me see that sample there," my good wife said with gentle care. The girl complied, then viewed her hair within a mirror standing by, she viewed her nails, her nose, her eye, forgetting Shinglebeck and Shy. "It should be heavier, I guess," my wife demurred. The girl said "Yes," then sought the glass to view her dress. "This doesn't quite appeal to me," my wife declared. "Too dark, you see. I'd like to see those two or three." "Why sure," the little lassie said; took down a brown, a blue, a red; then sought the glass to view her head. "No, these are not exactly it; the colours do not seem to fit. Let's try McQueen and Cuzzlewit." "There's nothing else?" the clerkie cheeped, as in the glass she peered and peeped. "No, not today," and off we creeped. "That girl would make a dandy clerk," my wife remarked, "if schooled to work and made to neither primp nor perk. The little lass is not to blame; the system in the store is lame. That's what I call a beastly shame."

—*F. Crawford, Victoria.*

Kamloops

Cupid has again been busy in our store, this time visiting the office. Florence Hewson is to be married to a Mr. Best, of Saskatoon, Sask. We are all sorry to lose you, Florrie.

We extend a hearty welcome to Miss Lucas and wish her all luck in the position as head of the ready-to-wear.

We regret losing T. Bone from the grocery department, who is severing his connection with the Hudson's Bay Company to take up the management of the co-operative store at Vernon. Our best wishes go with him. There will be a vacant chair at all of our entertainments.

—

Mr. Hill, of Nelson, and Mr. Lanceley, of Vernon, visited this branch recently and with Mr. Milne spent the day with Miss K. Smith placing orders for fall and Christmas merchandise. Mr. Hill and Mr. Lanceley arrived here late on Saturday and were entertained by Mr. Milne on Sunday morning with a trip to Tranquille sanatorium. In the afternoon Mr. Andrews took the two gentlemen for a drive over the hills and gave them the thrill of their lives coming down what we call our corkscrew road. Messrs. Milne, Hill and Lanceley expect great things on this buying trip of Miss Smith's and are looking forward to this fall's business and the pleasure one generally has when opening up new goods, especially novelty lines.

—

STAFF PICNIC

History did repeat itself. Our staff picnic was held on June 5th with great hilarity. The social committee of the welfare association are to be congratulated on the whole proceedings—everything but the salads being prepared by them, for which the married ladies were truly thankful. The prize winners of the various races were as follows:

Small girls' race—1st, May Bone; 2nd, Rhoda Milne.

Girls' race, under 14—1st, Kate Madill; 2nd, M. Bone.

Single ladies' race—1st, B. Baxter, 2nd, N. Dougans.

Married ladies' race—1st, Mrs. Calderhead; 2nd, Mrs. C. Sell.

Egg and Spoon race—1st, C. Furiak; 2nd, R. Barraclough.

Ladies' sack race—1st, Jean Dougans, 2nd, Isa Nixon.

Small boys' race—1st, Fred Sell; 2nd, Geo. Whale.

Boys' race, 14 and under—1st, F. Sell, 2nd, F. Whale.

Men's race—1st, L. Miller; 2nd, F. C. Wellman.

Three-legged race—1st, Isa Nixon and E. Andrews; 2nd, M. McCormick and F. Sell.

Men's sack race—1st, T. Bone; 2nd, F. C. Wellman.

Wheelbarrow race—1st, J. Dougans and F. C. Wellman; 2nd Miss Littlewood and T. Bone.

Ball game—Anti-bloomers, 9 runs; bloomers, 3 runs.

The tit-bit of the supper table was the strawberries and ice cream. Wow! What a capacity some people have, and on top of sandwiches and cake, too!

—

This being the last time I shall be copying this material, I wish to say goodby to all members of the staff and wish them all the best of luck. I have enjoyed very much the good times we have all had together, and though quite a distance away I shall look back with fond recollections to the days of Kamloops.—*F. Hewson*

Vernon

A pretty wedding was solemnized in All Saints' church on the 13th day of June, when Miss Ivy Harrison, of our candy department, was united in marriage to Mr. Karl Lawrence, of Lumby. The bride was attired in white habutai silk, with picture hat to match. She carried a bouquet of white carnations, and was attended by Miss Constance Redgrave and Miss Kate Lane. The groom was supported by Mr. Ralph Lawrence. Mr. and Mrs. Lawrence will reside in Lumby.

A miscellaneous shower was held at the home of Mrs. J. Ricketts in honour of Ivy Harrison, when thirty-two friends gathered together and, amid much jollification, showered many useful gifts on the prospective bride.

Mrs. Masters recently left Vernon for England, arriving there a few days ago. Mr. Masters says it feels good to be free once more.

Annie Allen is again with us, after spending her holidays in Nelson.

The windows of the Royal Bank seem to hold a great attraction for one of our office girls. We wonder why!

Calgary

BRIDES GALORE

June, the month of weddings, has certainly received its quota from the Calgary store, and according to reports there will be a few more to report within the next month or two. Last month the engagement of K. Powers, daughter of Mr. Powers, K.C., and Mrs. Powers, Montreal, to L. L. McCanse, was announced. The next news received was the announcement of the wedding, June 16th. The lucky day, Friday, the 13th, was chosen for the presentation of the wedding gift from the staff. This was presented by general manager P. J. Parker, who made the comment that he did not know whether to congratulate or sympathise with Mr. McCanse on his deserting the ranks of the bachelors. Mr. McCanse replied that he was quite ready to "honour and obey." The gift presented consisted of a beautiful mahogany case of silverware. The wedding took place at Winnipeg on Monday, June 16th, and the happy couple left for a tour through Banff and the Windermere district to Spokane. We know we can finish our story in fairy tale style—"and they lived happily ever after." Before leaving, Mr. McCanse remarked he did not mind having rice thrown at him but would like to know who it was had *boiled* the rice before throwing it.

One of our June brides is Mabel Ellison, who left to become Mrs. Brookall on June 18th. All best wishes are extended.

The announcement is made of the wedding of R. Cherry, of the ladies' ready-to-wear department, to Wm. Reid, of Calgary, on June 27th.

Monica Pryke has chosen June 24th as her wedding day, and after that date her name will be Mrs. Custonce. The couple will spend their honeymoon at the coast. We wish them every happiness.

Still another wedding to report is that of J. Thompson, C.O.D. office, to Mr. Pilkington on June 25th. The lucky bridegroom was previously in the employ of the Company here.

H.B.C. Post at Calgary Exhibition and Stampede

Although Cupid has been having a busy time here this month, we do not think he is responsible for Mrs. Warner leaving us on June 21st. Mrs. Warner was assistant in the children's wear department and has returned to England. Her return trip takes her via San Francisco and the Panama canal. We are very sorry to lose Mrs. Warner and wish her *bon voyage* and best of luck in her new location.

The holiday, May 24th, found many of our staff on motor trips, and among those seen at Banff were R. W. Mason, J. Shapter and R. Douglas. Those three adventurers motored from Calgary to Banff and camped out over the Saturday night ten miles west of Banff. They report no ill effects from their own cooking, though they were taking chances.

Mr. Vanner is being congratulated on the arrival of the stork at his house on May 29th. He is very proud of the new son and hopes to see him on the golf course soon.

—

THE CALGARY STAMPEDE

To Calgarians the event of the year in Western Canada is the Calgary exhibition and stampede, which will be held July 7th to 12th, and it is expected to draw thousands of visitors to the city.

Last year's stampede was a decided success and provided a unique entertainment to people from all over Canada and the United States. More extensive advertising has been done for this year's display, and the record attendance of last summer will no doubt be broken next month.

The Hudson's Bay Company plays a large part in the exhibition and last year established a real old trading post at the exhibition grounds. This post proved to be one of the features of the exhibition. Thousands of people passed through it last summer and saw how the Company traded and sold merchandise years ago. This was of special interest to the American tourists, who knew very little of the famous "Company of Adventurers" and its history and traditions.

The accompanying illustration will give some idea of the size and appearance of the post. During the week the post is surrounded by Indians' tepees. Indians by the hundreds from the Alberta reserves make their headquarters on the exhibition grounds during stampede week and, as their camping ground is adjacent to the post, it lends colour to the scene.

We extend a hearty invitation to any of our readers to visit the old post should they be in Calgary on vacation at that time.

CALGARY SPORTS

The annual field day is booked for Wednesday, June 25th, and plans are made for a big day. The committee in charge is composed of R. W. Mason (chairman), A. D. Vair, L. Letroy, L. Doll and W. Wilkinson. Report on the event will be given in next issue.

Golf—The first golf competition over the H.B.C. course this year was held June 4th. This competition was for a lovely sterling silver spoon engraved on handle "H.B.C. Golf." The lowest net score was declared winner, and "Jimmie" Borthwick turned in the card that won the spoon. The course is in first-class shape now, and a successful season is looked forward to.

Edmonton

A SUNNY SHOWER

Doris Macleod, of the office staff, was hostess at a miscellaneous shower for Birdie Brohman on Thursday evening at the home of her aunt, Mrs. W. A. Macleod, 10814, 126th street. After the bride-elect opened the many beautiful gifts of linen, silver and china, the evening was pleasantly spent in music and games. Mabel Collins sang delightfully. Many friends from the store were present, including Birdie Brohman, Mrs. J. J. McGuire, Misses L. Brohman, V. Cox, Ford, May Megahy, B. Urquhart, Kathleen Roach, Mary Riddle, Mina Dunlop, Muriel Collins, Ella Collins, Mabel Collins, Jean Glass, Irene McLear, Vi Cooper, Doris Macleod, Mrs. H. Magee and Mrs. W. A. Macleod.

—

A SURPRISE PARTY

A surprise party was held at the home of Jean Eakin in honour of her reaching the age of discretion (21 years). She was presented with a patent leather bag by her uninvited friends, who were present *en masse*. The evening was spent very enjoyably with songs and games, the latter including forfeits. One of the most popular penalties handed out in this game was for the lady to choose the man she liked best in the room, take him out on the lawn and count the stars. After several of these penalties had been given, it was discovered that the room was rapidly getting empty, as some of the young couples forgot to come in again. So popular did this pastime of star gazing become, the game had to be called before the room became entirely empty. Among the employees of the store who were present at the party were Misses H. Miller, M. Haughton, K. Dunn, H. Green, M. Moreau and Messrs. J. Black, H. Alsopp, T. McLennan and others. A most enjoyable evening was brought to a close with refreshments served by Mrs. Eakin, Mrs. Hughes and Mrs. Wilson.

—

Mr. McVicar, of the ladies' shoe department, was the recipient of a club bag upon his departure from the store to reside at Vancouver. The presentation was made by Mr. Fisher in behalf of his friends and well wishers.

Mr. A. H. Doe, London, England, and Mr. Parker, zone manager of the Alberta stores, were recent visitors to Edmonton.

Miss Nobert has left the store to be married. We wish her every happiness for the future.

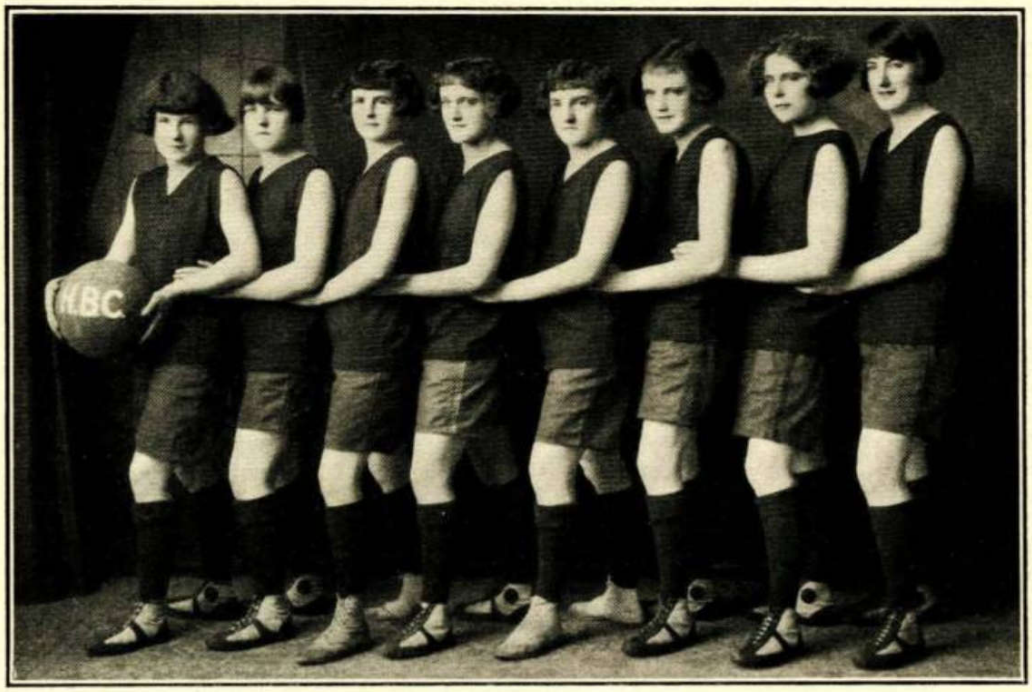
Doris Knight, who for the past six years was assistant in the drug and toilet goods section, sprang a big surprise when she announced her intention of getting married, and this was no sooner said than the deed was done. Doris leaves behind her a wide circle of friends. She will be greatly missed from her accustomed place.

Pat Hewitt is once again on the job in the receiving room after an absence of several weeks in the hospital undergoing an operation. We are pleased to see Pat looking none the worse.

—

GIRLS' BASKET BALL TEAM

The Mercantile basket ball league is now away to a good start, and our girls have every chance of coming out on top of the list. So far three games have been played in the league series, resulting in wins for the wearers of the familiar green and gold. The new uniforms are causing much favourable comment in regard to



EDMONTON H.B.C. LADIES' BASKET BALL TEAM, 1924—ATHLETES EVERY ONE
Left to right: Vera Gillespie, Jean Robertson, Etheleen McEwen, Violet Davies, Freda Buckles, Myrtle Stong, Bessie Semple, Kate Macrae (captain)

their serviceability, and other teams are adopting similar patterns. Large crowds daily gather at the Hudson's Bay athletic grounds to witness the series and good publicity is being given the "Bay." The H.B.C. team is as follows:

Vera "Barney" Gillespie—When the Bay snatched this player as one to bolster up the team, they made no mistake. She is the scoring ace of the team and canters around the left forward position.

Jean Robertson—"Jean" of hockey fame is also beginning to conquer laurels in the art of flipping the ball through the hoop. This star extraordinary works slow, but she gets there just the same. Jean plays right forward.

Etheleen "Sparkie" McEwen—This is the first season that the proper position has been found for this girl to play, and she is holding her own against any of the centres she runs up against. A good pivot player and always "Johnnie on the spot."

Violet Davies—This star in the making is the last player on the first line of attack. She plays the position of standing guard and pairs up with Kate to perfection.

Freda Buckles—A team never lands anywhere without having a strong reserve to call upon and Freda certainly has the goods. When she plays on the forward line she holds her own against any.

Myrtle Stong—This is another player who is coming to the fore rapidly. As a relief forward nothing is more pleasing to watch than her work.

Bessie Semple—This lady of tall stature is a most important cog in the team, for she does most of the relief work in the defensive position. Bessie is one of the most consistent players on the floor.

Kate Macrae—Captain of the team. She deserves this honour, for her experience in basket ball is far above all others. Kate is indefatigable as a worker, and will no doubt pilot the team on the floor to the satisfaction of all. She plays the position of running guard.

Lillian Saunders—Another guard player of no mean ability. Through determination she has won her position on the squad and is making good.

Dorothy Bryant—This is "Dot's" first try at hoop tossing, and as soon as she gets the finer points of the game down she will be good for any team.

Jack Prest—Manager of the team. Success does not alone come from the team in action, but credit should come also to the pilots of the machine. He certainly fills the bill to a nicety.

Joe Springer—Coach. Success of a team goes to the credit of the team, but failure goes to the coach. Joe is trying his hardest to pilot his second championship team in the city this year, having successfully trained the men's Central Community league team for the provincial championship early in the year.

Lethbridge

IMAGINARY INTERVIEWS NO. 2

Stocktaking as a recreation has undoubtedly many serious drawbacks, and it is therefore not surprising that mah jongg, tiddly-winks and poker are increasing in popularity at the expense of the more intellectual game. Patterns are, of course, an exception to every known rule on any subject, and taking stock of patterns seems to convey all the thrills of playing patience. The patterns are rather unwieldly cards, but the staff of the dry goods department are in no way daunted by such a trivial handicap. They sit down and play the game for hours at a time, spreading the cards (or patterns) all over the main floor.

Knowing that, apart from the Sinn Fein section on the main floor, stocktaking is a trial and a tribulation, we decided to interview the famous stocktaking expert, A. S. Windle. Mr. Windle, despite his fame, is of very retiring nature, and we eventually found him in most unpretentious quarters and inclined to be extremely reserved and uncommunicative. We, however, made a noise like a well-used permit, and he immediately gave us his views on the all-important subject of stocktaking.

"I am indeed honoured," he said, "that you have consulted me on a subject of which I have made a special study. I know your difficulties, and am only too pleased to extend my practical sympathy by increasing them. When you take stock, everything and everybody are upset and not even the cat takes its mouse and milk as usual. The dry goods staff weigh hair pins instead of measuring them by the yard. The grocery staff measure the macaroni instead of counting so many pieces at so much each. The ready-to-wear department quotes its hats by their capacity in fluid ounces. The cry goes up, 'Women and children first!' but in spite of that, the Welsh delegate from Prnywnwytwh generally emulates the rear appendage of the cow and brings in that department's sheet last.

"But," he continued, "there is a golden rule for everything. There is a formula which if carefully followed leads to health, wealth and happiness, and away from matrimony. The essential principle in successful stocktaking—"

"Excuse me," I said, "while I sharpen my pencil, and prepare to record these words of wisdom."

"The most important thing to know when you're taking stock," resumed A. S. Windle, "is where you're taking it to."

—

NOVEL FASHION DISPLAY

An event which brought forth considerable favourable comment on Saturday afternoon, June 14th, was presented in the show windows, and also in the store, taking the form of a fashion parade of models.

At three o'clock, a large crowd gathered in front of the store to view the parade of models who exhibited hosiery and footwear behind a plush curtain, which hung knee-high above a specially constructed promenade and which allowed only the lower limbs of the models to be seen. A pretty display of footwear and hosiery occupied the space in front of the platform.

On the second floor this demonstration was continued, featuring ladies' suits, dresses, sport and outing apparel, millinery and dress accessories. Here we found a large and enthusiastic gathering of friends, re-enforced by the crowd who had previously been viewing the window display. A large platform measuring three

feet high, six feet wide and twenty-four feet long was erected and attractively decorated with ferns and flowers. The models were chosen from among the staff and made a very creditable showing. The young ladies taking part were Misses Jones, Weir, Pelkey and Burrell.

—

BOATING

The new boat has arrived, and it has therefore become necessary to christen the two now in possession. Acting on strictly governmental rules, a committee was formed to consider the matter. The committee, of course, transferred the trouble to someone else by inviting suggestions. The grocery department were as materialistic as usual and suggested the names *Mackerel* and *Macaroni*. The Sinn Fein section of the dry goods department wished to call them *Potheen* and *Wake*, but fortunately had nobody to raise a civil war with about it. The Welsh society recommended *Cynwrthwr and Cnywnr-styffwrnth*, but the committee wisely decided that anything that suggested profanity or heathen ritual should be excluded. After many meetings, however, the committee eventually arrived at a decision, and in a short time the mayor will launch the good ships *Mark-on* and *Maintained*, while a prayer will be offered up that no one will put through a rebate with a heavy foot.

Saskatoon

Our tennis court is in first-class condition now, but up to the present time very few of our girls have been using it, baseball being the attraction at present, and, if reports are true, our opposition's team is out of luck.

Apparently Cupid has been doing some snappy work around here, and has not confined his attentions to any particular type of beauty, having picked for his victims an auburn haired miss and two blondes. If Cupid carries out his good intentions we will lose an elevator operator and two sales girls: one from the fancy goods and one from the third floor.

We are glad to see Miss Tipping back.

Miss Horrocks, of the gloves and hosiery department, is enjoying a holiday.

—

We believe that—

—More than one of the second-floor Scotties are thinking very seriously of wearing kilts to work.

—B.B.B. does not always mean Burdick's Blood Bitters.

—A young lady on the second floor will spend her holidays at Melville.

—There is quite as much demand for the blouses in department 8 as there is in department 10.

—One of our young ladies is entirely too fond of fishing.

—

We would like to know—

—When the display and the millinery departments are going to decorate avenue H again?

—Why the display manager wears check sox?

—When Beatrice took a great fancy to earrings?

—If our telephone operator spent an enjoyable evening on Saturday, June 7th?

—Whether Letia thinks it is still raining?

—At what time our ready-to-wear manager usually has breakfast?

—If there is "any mail fo-r-r m-e-e-e?"

Yorkton

Mrs. L. Auderkirk, of ladies' ready-to-wear, has returned to her home in Saskatoon.

Yorkton district was always recognized as the greatest oat producing district in Saskatchewan in the early days. As much as one hundred to one hundred and twenty-five bushels per acre was harvested, but of recent years our land seems to have become nauseated and our farmers are now turning their attention to wheat, rye and barley, some flax and sweet clover, and we think probably this will be a betterment to the community. The wheat sowing is completed under favourable conditions; the seed bed was never in better condition. The land is now being prepared for oats, barley and flax. A good rain would be a

great help at this time, although nothing is suffering. We hope to harvest a real crop this year.

—

YORKTON ENGLISHMEN CELEBRATE ST. GEORGE'S DAY

On Wednesday, April 23rd, Yorkton held her first annual St. George's Day celebration, when about a hundred and fifteen English men and women gathered together at a banquet held in the Balmoral hotel. A real old English dinner was served. This consisted of English roast beef and Yorkshire pudding, green peas, and real old-fashioned home-made plum pudding. What more could be desired to make an Englishman's heart leap with joy? Between the courses patriotic songs were sung, the complete gathering heartily joining in. This was followed by speeches, Brigadier-General Ross being the main speaker of the evening. The general delivered a splendid, inspiring address. After the toast list had been completed, a motion was made that a Royal Society of St. George be formed in Yorkton. This was carried unanimously. A committee of nominees were then chosen, the complete list being carried. Yorkton has at last come to realize that Scotland and Ireland are not the only countries that may celebrate the days of their patron saints, and from now on St. George's Day will be a day that all true Englishmen in Yorkton will look forward to with pleasure.

(*Above received too late for June issue.*)

Montreal

Wholesale Department

Mr. A. H. Doe arrived in Montreal from London on May 10th, and spent a few very busy days at the Montreal office. We expect to have the pleasure of another visit upon his return from the west.

R. E. Doe accompanied his father as far as Montreal, where he intends to stay for some time in the Company's buying office. We extend him a very hearty welcome and hope that he will like the work in the Company. Incidentally he is no stranger to Canada, having previously resided in Winnipeg for some years, and is an enthusiastic supporter of the Land of the Maple Leaf.

A. K. Smith paid us a flying visit on her way to England and the European markets.

We were all pleased to see B. M. Clarke, of Vancouver, who stayed with us several days picking up special lines for the July sale in the British Columbia zone. While in the east he took the opportunity of visiting the New York markets in company with Messrs. Boyle and Dodman.

At the time of going to press, Miss Patton, the glove and hosiery buyer from Calgary, has just arrived on a buying trip for the July sale.

F. G. French, of angling fame, has devoted the last three Sundays to the piscatorial art. He reports having enticed one minnow to consider his bait, but up to the moment has not really troubled his hook by catching a fish. Of course, these can always be bought on the way home.

That's That

An Ode to the Editor

By S2

I've got to confess, sir,
You've just made a mess, sir,
Of my aspiration to fame.
The muse you have mangled;
At birth you have strangled
My dream of a lit'rary name.

It's your "How to Write," sir,
Has put in the blight, sir.
I've tried hard to master each rule
Laid down in your article;
But it isn't a particle
Use; I must go back to school.

I really can't start, sir.
You've broken my heart, sir.
I guess I'm not gifted a jot
As George Ray or Cotter;
So I've torn up the blotter—
My writing must go plumb to pot.

Winnipeg

WINNIPEG CITY'S ANNIVERSARY

The store's contributions to Winnipeg's wonderful jubilee parade were very creditable and caused a deal of favourable comment. By virtue of depicting the earliest episode in the life of Winnipeg we were allotted place of honour in the forefront of the historical section.

Our float was a tableau representing "The Birth of Winnipeg," being a reproduction of the picture on this year's H.B.C. calendar; the handing over of the sod by H.B.C. officials to Lord Selkirk's Settlers, which marked the actual beginning of colonization in the Red River valley.

Various members of the staff in appropriate costumes, including Indians, made up the group in a realistic manner. Several mounted Indians acted as an escort.

Then came a Red River cart, drawn by a team of oxen, loaded with bales of skins and supplies used by the early settlers, followed by one of our modern motor delivery cars, all spick and span.

These carried placards with the words "How we delivered the goods in 1874" and "How we deliver the goods today."

Our float in the advertising section was also an object of interest and credit to its originators. It featured primarily a large *Seal of Quality*, which was elevated in the centre of the float, the platform below being divided into four equal parts allotted to the four chief departments of the Company, fur, land, wholesale and retail, with appropriate merchandise for each grouped around a figure in costume. For instance, land was represented by a farmer handling a plow, with sheaves of wheat and produce as atmosphere.

Incidentally the parade was about three miles in length and without doubt the most elaborate spectacle ever attempted in Winnipeg.

—

OUR FIRST 1924 PICNIC

Those who were unable to attend the retail picnic at Selkirk park, Saturday, June 14th, must be filled with nothing but regrets. Although a great number of those who promised to be there did not make it, the daring one hundred and fifty who braved the threatening weather were delighted to find the grass dry and the sun shining at Selkirk.

They arrived at the park after a brisk hour's run in special electric cars. The races were run off first, the children and adults who showed their prowess creating much amusement for the spectators.

A baseball game between the married men and the single men caused a hilarious time. The game was interrupted by the call for supper, with both teams tied. It is rumoured that the married men had just been holding back, giving the single players a little encouragement, and had they not been interrupted by the supper bell they would have *waded in* and *cleaned them up* next innings. The outstanding stars for the married men were: George Firme, "Fergy," and L. Jones, although the rest of the players gave a *remarkable* exhibition of baseball.

The only serious casualty was "Louie," who stopped the ball in a most spectacular manner with the back of his head.

From 6.30 to 8.15, in the open-air pavilion, dancing to the music of *our own orchestra* again proved popular. While the boys were not up to strength, the music was exceptionally good and they uncovered some lively effects. The banjo will soon be a strong contender for Eddie Ross honours; Mr. Fisher with his new Vega Junior is certainly showing *class*. The musicians are working hard and are making rapid progress, so that our dances next winter should be mighty successful.

Late at night everybody returned, thoroughly happy, satisfied to call it *The End of a Perfect Day*.

The sports winners were: Tiny tots' race, Margaret Hughes; under 9 years race, Sydney Church, Pob Parker; girls, 12 and under, Francis Martin, R. Mills; boys, J. Breitner, Ted Wallis; girls, 15 and under, E. Breitner, M. Hodgkinson; girls, 18 and under, M. Hodgkinson, M. Wimble; boys, J. Breitner, Andy Dick; ladies, 18 and over, Miss M. Craig, Mrs. Ferguson; men, George Foster, W. Smith; wheelbarrow race, C. Thomas and J. McKinley, J. Breitner and Ted Wallis; cigarette race, S. Mattson and Miss E. Yeger; married women, Mrs. Ferguson,

Mrs. Hughes; men N. Entzy, W. J. Hughes, married couples, Mr. and Mrs. Schwarz, Mr. and Mrs. Ferguson; blindfold race, Miss E. Reid and Mr. Mattson, Mr. and Mrs. Hughes; pick-a-back race, George Foster and S. Schwarz, S. Mattson and C. Caven.

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SHOWER TO WINNIE FRASER

Mrs. Hutsell entertained at a miscellaneous shower on the evening of May 21st in honour of Winnie Fraser, a bride-elect of June. The gifts were presented to the bride in a very unique fashion. When the guests were seated, a special messenger arrived, bringing a large, bulky parcel addressed to Miss Fraser. On opening the parcel, Winnie found numerous tissue-paper wrapped and beribboned packages, which turned out to be such useful and pretty gifts as any bride might wish for. The rest of the evening was happily spent in singing and dancing. The guests included Mrs. Ferguson, Mrs. Grout, Mrs. V. Grout, Mrs. Capps, Mrs. Hutsell, Misses D. Budden, K. Ferris, E. Saunders, M. Bostrom, M. Nelson, G. Rigg, J. Gazelle, B. King, E. Napier, B. Galloway, I. Fenwick, P. Hall, D. Blums, E. Legg, V. Conley, E. Woodhead, A. Earons, R. Miles, M. Watson, M. Campbell, D. Peebles, M. Thomas and I. Lyons. Before leaving the store, Miss Fraser was presented with a cut-glass water set by her many friends.

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MADGE RIGG IS HONOURED

In honour of Madge Rigg, of the bureau of adjustment, a bride-elect of this month, a miscellaneous shower was given at the home of Marjory Renshaw Thursday, June 12th. The room was prettily decorated with bells and streamers. The gifts, which consisted mainly of useful aluminum utensils, were presented to the bride-elect in a daintily covered wagon by little "Dimples" Smith. After the presentation, a happy evening was enjoyed in playing games, music and dancing. The guests were: Misses Nichol, D. Budden, J. Anderson, M. Anderson, D. Blums, P. Hall, M. Nelson, L. Nelson, I. Lyons, E. Napier, E. Saunders, K. Ferris, I. Fenwick, M. Bostrom, M. Warwick, H. McPhee, R. Taylor, E. Anderson, A. McCheyne, P. Young, E. Legg, J. Gazelle, N. Smith S. Murphie, O. Ryan, F. Winslow, S. Birch, M. Renshaw and Mrs. Stubbs.

—

Prior to her departure for Scotland on a three-months vacation, Mrs. Ferguson was presented with a handsome travelling bag by the girls who patronize the employees' lunch room. She is a great favourite and her kindly services will be missed, although Mrs. Case is filling in most admirably and is liked by all.

Deep sympathy is felt by all for Miss Fowler, of the ladies' ready-to-wear, on the recent death of her mother, who was one of Winnipeg's pioneer settlers.

Mrs. Mathews, of the china department, has been seriously ill for some time. Latest reports are that she is improving and we all hope to see her about again soon.

Mr. Davison left on June 20th with his wife and family for a holiday in the east. While away he will go to Buffalo to attend the annual convention of display men, the big event of the year in his profession.

Mr. Lathbury, of the carpet department, left the employ of the store early in June to make a home in Milwaukee.

George Avison is another popular member who departed in June for new fields of endeavour. He has undertaken work as a commercial traveller with headquarters in Calgary. Our good wishes for success go with him.

Agnes Earons, of the receiving room, after five years of faithful service, left the Company's employ on May 23rd to make her home in Los Angeles. On the eve of her departure she was presented with a handsome club bag by her many friends.

Who was the deliveryman who borrowed an alarm clock so that he could be away on his route by 7.30 the morning of the big parade?

CAN YOU IMAGINE

Fred Parker with a grouch?
Bill Weedon without one?
Bob Cunningham missing his Sunday golf?
A. C. Dunbar golfing on a Sunday?
Q. Scott weighing 200 pounds?
Mr. Fisher weighing 100 pounds?
Mrs. Anderson taking snuff?
Miss Parker falling off a horse?
Jim Fuller late for work?
Miss Woodhead in gay Paree?
W. Davison without a hat?
Sam Drennan smoking a cigar?
Mrs. Sperry getting excited?
Tom Nichol disobeying orders?
Mr. Wood swearing?
Bert Leckie looking innocent?
Miss Conley using lipstick and eyebrow pencil?
Miss Bowen bobbing Miss Smith's hair?
Sam Beggs boosting ready-mades?
Dave Coulter with a Cockney accent?
Tom Mills behind the ribbon counter?
Mrs. Turvey using slang?

—

OUR HISTORICAL EXHIBIT

Here are a few of the towns and countries represented by out-of-town visitors to our historical exhibit during May. This list does not include Manitoba or Saskatchewan and is furnished by E. Hardiman, the curator.

U.S.A.—Detroit, Duluth, Portland, Chicago, Breckenridge, Philadelphia, Providence, Washington, Wisconsin, Arizona.

England—London, Northampton, Newport, Kent, Liverpool, Bradford, Gloucester, Burslam, Sheffield, Halifax.

Scotland—Milngavie, Aberdeen, Glasgow, Killin, Coatridge.

Ireland—Dublin, Holywood, Glarnevir.

New Zealand—Auckland, Dunedin, Nelson, Hamilton.

Burma—Rangoon.

Ceylon—Colombo.

Alberta—Edmonton, Cadogan, Calgary.

Ontario—Toronto, Ignace, Elora, London, Ottawa.

Quebec—Montreal.

New Brunswick—St. John.

Norway—Christiania.

Australia, Holland, Switzerland, Germany.

SPORTS

Golf—One day towards the end of May a long-deferred golf game took place that caused great interest around the store, participants being Messrs. Pearon, Dunbar, Reith and Davison. The former pair were the two unfortunates so badly hurt in a motor accident almost a year ago when being driven to the golf links early one morning. The latter pair were the lucky ones who escaped unhurt. It is pleasing to record that Mr. Pearon and Mr. Dunbar have so far recovered as to be able to enjoy a round of golf again. The game took place over the Assiniboine course at 6 o'clock in the morning. Several store parties have joined the early-rising club and played games over the municipal links as early as 5 a.m., before coming to business.

Baseball—Girls' baseball team, the Beavers, have been meeting with great success in the City ball league and deserve every support. There are several H.B.C. girls on the team, hence the name "Beavers." In fact to all intents and purposes, it is a Hudson's Bay team, its manager and coaches being Messrs. McLeod, Foster and Aulis. We went out to see them play the Tigerettes, and had the pleasure of seeing the Beavers win by 5 to 1. Up to date their record is, won five and lost one. The loss occurred against the Maple Leaf, a very strong team, in the first match of the season, before our girls were properly organized.

The girls put up a spirited exhibition of playground ball, some splendid athletes being on the team, notably Muriel Wimble and the pitcher Lucy Bowdler. Manager McLeod requests us to ask for the support and attendance of more H.B.C. people at the games. The hour or two will be time well spent and your presence will encourage the girls to still greater efforts.

The teacher was talking to his pupils of kindness to animals. "I once saw a little boy cut the tail off a cat. Can any boy tell me a passage in Scripture where such a thing is forbidden?"

Hope of the Class: "What God hath joined together, let no man put asunder!"

Winnipeg Depot

JOE LYON

We announce the retirement of Joseph Lyon, manager of the hardware department, on May 31st, after 48 years continuous service with the Company.

Mr. Lyon entered the Company's employ on June 1st, 1876, as carpenter in Winnipeg on a five-years contract, eventually becoming clerk, stockkeeper, assistant manager, and finally manager of his department on February 1st, 1916, which position he held until his retirement.

Always of a genial disposition, he was a general favourite with all fellow employees in every branch of the Company's service who came in contact with him, and the entire staff wish Mr. and Mrs. Lyon many years of leisure to enjoy their well-earned rest.

Joe will no doubt indulge in his favourite pastime of fishing this summer, so perhaps we may yet get some fish stories and snapshots from him for *The Beaver*.

—

O. E. Thompson, of the dry goods department, recently underwent an operation at the General Hospital for appendicitis. Oscar was watching a game of baseball at Wesley park (of which game he is a keen follower) when he was stricken. We, however, are pleased to learn that he is progressing favourably, and is now able to take an occasional smoke.

Congratulations to W. R. Paul, who has been appointed manager of the hardware department to succeed Mr. Lyon. Bill is an old football player, and for some considerable time played for Plymouth Argyle in the Southern League. His predecessor is a hard man to follow, but no doubt the lessons he learned in team work in his earlier days will now be of service to him, and enable him to maintain that spirit of co-operation which the depot's reputation for service demands.

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BASEBALL

Gordon Caslake, of the hardware department, is apparently hitting on all six these days. Gordon plays for the Dominion Express in the Wesley baseball league. One of the features of the league to date this season has been the terrific clouting of Gordon, who is termed the Express Flyer, and is generally acknowledged as the fastest man in the league when it comes to beating out base hits. He, however, has been hitting the pill so hard this season that he hasn't had a chance to use his speed.

In six games he has garnered the brilliant total of 14 hits. The following data gives one an idea of his sensational work with the willow: against the Columbus club, two singles, a terrific homer and a walk in four trips; against the Elks, one long homer, and two doubles in three trips; against Arenas, two resounding home runs, a double and a walk in three trips; against the Elks, a double and a single, and the Arenas three singles.

Besides this record-breaking swatting spree, Gordon has been playing sound baseball in the field, and has been stealing bases with regularity.

Winnipeg Wholesale

Our sympathy goes out to W. Patterson and to Jerry Reid in their recent bereavements; also to Miss Brown in the loss of a near relative.

The holiday season is away to a good start, Miss Caldwell being the first from the office staff to take advantage of the vacation privilege.

H. G. Foley, who recently resigned, was the recipient of a handsome gold watch-chain and knife, together with many good wishes for his continued success. Mr.Foley leaves to take up an important position with W. C. McDonald Co. of tobacco fame.

Mr. Veysey, who is at present recuperating at the coast, sends reports of continued progress to good health. He anticipates returning to Winnipeg in July.

We welcome Rodney Keighley to the ranks of the Adventurers. Rodney will officiate as office boy in the place of Roy Coe, who has been promoted to the tobacco and confectionery department.

E. B. Johnson recently passed through Winnipeg on his way to Toronto, where he will stay for a short time on business for the Company. His many friends in the depot remarked that Elswood looks none the worse for his recent adventure.

Winnipeg General

We are glad to have with us again Mr. A. H. Doe of the head office, London, England, who is here on Company's business. Mr. Doe spent some time in Montreal office before coming on to Winnipeg. After conferring with the members of the Canadian committee at Winnipeg, he continued westward, visiting the stores at Edmonton, Calgary and Vancouver. At the time of writing he is on his way to New York, but intends returning at a later date.

Conan Frayer, of the executive office, is at present on holiday. Conan is one of Canada's volunteer naval officers and will spend his vacation aboard one of the naval vessels at Vancouver. Such remarks as "abaft the binnacle," "belay there," "heave-ho, my hearties," and possibly "Yo-ho and a bottle of rum" will be in order when he returns.

Congratulations, J. T. Scarfe! We hear a fine son came to your home on June 9th.

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LONG SERVICE MEDALS

Fur trade department—Redfearn, Capt. G. R., James Bay, silver medal and one bar, awarded 1924.

Stores department—McLeod, Miss M., Winnipeg store, silver medal, awarded 1924; Smith, J. S., late of Saskatoon, gold medal, awarded 1924; Wain, H. C., Calgary, silver medal, awarded 1924.

Winnipeg depot—Jenner, S. M., wholesale stationery, gold medal and one bar, awarded 1924.

LETTER TO THE EDITOR

Mr. Editor: The summer season is at hand when everybody looks for outdoor entertainment whereby one can become really young again. Last year the wholesale staff were disappointed when there was no picnic—the one big affair which they all look forward to. The retail store has already put one over successfully. Now, let us all of the wholesale building—executive, chief accountant, fur trade, land, wholesale and depot—get together and arrange this big picnic, say, sometime in July. I would suggest the following act as a preliminary committee and meet at the earliest possible date to get things going: Executive, R. Fowle and R. Watson; chief accountant's, E. Y. Mapstone; depot, W. Nairn; fur trade, W. Cann; land, B. A. Everitt; wholesale, A. Brock and D. Y. Reid.

Yours faithfully,

W. A. EDMONDS.

Land Department

AN ODE TO J. HEDLAM

O listen to this tale of woe,
The saddest e'er related.
'Twas a strawberry that laid him low,
At least, that's what is stated.

Though strawberries to eat are great,
At times they're apt to fight.
John found it out a day too late,
The poor misguided wight!

He left the office—looking tough,
He left us sad and glum.
We planned to send him crepe and stuff
And lilies too, by gum!

But now he's back—he didn't die—
We knew he never would;
For lilies that we did not buy
We're two-bits to the good.

—Jimmy.

SWIMMING

It's useless trying to deny it. "The Water Babies" certainly are the mosquitoes handkerchiefs. Another swimming bout came off on the 13th last, with no casualties excepting one black eye.

The only thing that marred the happiness of the expedition was Basil, who so far forgot himself as to stand up straight in front of the wicket after he'd been told to bend his knees and look small. The clerk was a heartless *gazook* and wouldn't listen to our tearful entreaties, so we had to pay double admission for Basil. We're afraid we'll have to kick Basil out of our charmed circle, he's too expensive. However, we forgot our troubles when we got in and had a real splashful time. Mr. T. tried vainly to look like Annette Kellerman, but we all *knew* he had one foot on the bottom. For further details re the aforementioned black eye, consult Mr. Tedman. He knows all about it.

Fur Trade

Winnipeg

Hugh Conn, late of Saskatchewan district, is now proceeding to James Bay on a trip of inspection.

P. G. Smith and John Parsons left Winnipeg May 16th en route for Western Arctic district.

H. J. Pardy has been transferred from St. Lawrence-Labrador district, and is now proceeding to Western Arctic district.

Apprentice clerks H. G. Paris and A. Davidson arrived in Winnipeg May 21st from the Old Country. They were engaged for service in Mackenzie river district.

Geo. R. Ray arrived in Winnipeg May 21st, returning to his district at the end of the month.

P. B. McLeod returned from England May 27th and is proceeding to Western Arctic district.

Cecil McAllister has left the fur trade commissioner's office, having obtained a position with the C.N.R. His place is being filled by Melville Jones.

P. H. Godsell left Winnipeg June 2nd for an inspection of posts in Saskatchewan district. E. E. Deans accompanied him to Isle a la Crosse.

Mr. Youngman left for his summer inspection trip on June 5th.

Captain G. E. Mack left Winnipeg June 12th for Montreal. He will proceed with the supply ship to the "Bay," and is expected back about 1st September.

Sam Loutit has arrived from Fort George, James Bay district, for medical attention.

N. McDonald has left Isle a la Crosse for Lac la Ronge to take the place of A. D. Horne.

A. M. Chalmers has returned from the Old Country and is now in charge of Pelican Narrows post. Mr. Chalmers is taking A. Wilcox, formerly of Onion Lake, as clerk.

Mr. Bartleman left Winnipeg June 17 for his summer inspection trip. He will return about the middle of August.

James Bay District

For the better part of six months winter holds sway in these lone and unfrequented parts, when nature presents a truly wonderful spectacle. Tall and stately conifers, with their snow-laden branches, are in striking contrast with the seemingly never-ending stretch of snow and ice covering James Bay. But once in the bush, with the sun overhead, desolation and solitude are changed to a world teeming with life; the squirrels jumping from branch to branch, the birds flitting from tree to tree, and the snow, as it falls from an over-laden branch, appearing as if it were mica, so brightly does it sparkle in the sun's rays. All portray to the onlooker a world filled with romance.

But if romance were only to make itself felt in the bush, life in the "Frozen North" would indeed prove dull, and the fur trader would "ne'er smile again." As recently as January last, it found its way under the roof of Ashton Alston, post manager, Attawapiskat. Once inside it got busy and laid siege on Miss Alston and Mr. Findlay, Mr. Alston's assistant, resulting in their engagement. All hearty congratulations to Mr. and Mrs. Alston, coupled with good wishes to the happy pair.

York Factory

Messrs. Christy Harding, Whiteway, Ross and Bastow arrived at York on April 22nd. They returned with the dog-sleds which conveyed Messrs. Melvin and Snow to Mile 214, Hudson Bay railway.

At this place symptoms of flu were prevalent.

We left 214 April 11th and got to Manitou rapids, where we camped for the night. At the next stop, Landing river, there was no dog feed.

After two days' rest, we got away again April 14th and from then until we reached the Kettle rapids we were all suffering from colds and indifferent about our eating. Mr. Whiteway was the only one of the party in good health. We trailed into the Kettle rapids, where we were forced to remain until April 19th, the natives being seriously ill and refusing to eat. As there was very little improvement in the party and having exhausted our hospitality, it was considered advisable to move, thinking that the outdoor fresh air would be more beneficial than being crowded under one roof. We trailed along slowly, some of the natives being put in the sled and the runner relieved from time to time. We were well received by the superintendent of railways at Port Nelson and cared for.

The winter was reported as very mild but at this late date, May 2nd, it is quite wintry, lots of snow having fallen and no signs of a thaw. A late spring is anticipated.

The officers of the motor ship *Fort York* will be leaving shortly for Port Nelson to join their ship.

Fort Alexander

(Keewatin District)

The treaty party arrived here on Monday, June 2, by motor boat from Selkirk, started paying the following morning and finished at 12 p.m., a strenuous day's work. They started the following day for Black and Hole river reserves.

It was intimated to the chief and councillors that in all probability the pulp mill, which was to be erected on part of their reserve granted for that purpose, was to be abandoned—a site in St. Boniface being selected instead.

Some of the visitors were heard to remark that the Fort Alexander reserve should be renamed "Little Jerusalem," probably on account of the large number of Jewish traders who had tents erected.

Bishop Doudney, of the Anglican church, was busy taking snapshots on the treaty grounds.

The children of the Roman Catholic boarding school gave a highly successful concert in the evening, which was much appreciated by the visitors.

For the last two weeks bush fires have been prevalent, especially on the reserve. The glare of fires can be seen at night in every direction.

The first patrol by aeroplane was made on the King's birthday. After hovering over the reserve, evidently for the purpose of locating the fires, they returned to Victoria beach.

On the following day the fast motor boat *Dauphin* with the district fire rangers put up at the dock. The chief and councillors were warned by them that it was their duty to put out any fires that started on the reserve.

The first rain of the season fell on Tuesday evening and continued all night. It was much needed in this vicinity, as the ground was parched.—*Walter Gordon.*

Robert Louis Stevenson's stepson, Lloyd Osborne, says of R.L.S. in *Scribner's Magazine*: On one occasion he said to me: "I am not a man of any unusual talent, Lloyd; I started out with very moderate abilities; my success has been due to my really remarkable industry—to developing what I had in me to the extreme limit. When a man begins to sharpen one faculty, and keeps on sharpening it with tireless perseverance, he can achieve wonders. Everybody knows it; it's a commonplace, and yet how rare it is to find anybody doing it—I mean to the uttermost as I did. What genius I had was for *work!*"

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